



# SUITESOLUTIONS: REBATE MANAGEMENT

Accelerate Your NetSuite Implementation

More and more, companies in the warehouse and distribution and manufacturing industries prefer rebates over point-of-sale discounts because they ensure that purchasers are compensated based on performance. But managing these rebates and implementing a streamlined process can be overwhelming without the right framework in place.

SuiteSolutions – Rebate Management provides the ability to set up rebate agreements and calculate and report rebates on sales and purchase transactions. In addition, it enables

## Key Features

- Track rebates given or received for items purchased or sold.
- Apply multiple rebates per transaction.
- Define priority and “stackability” rules for defaulting rebate agreements that meet the same conditions.
- Calculate the impact of rebates on sale profit.
- Calculate rebates using percentage or amount flat rate or fixed cost, as well as guaranteed profit percentage.
- Create a robust claim on demand.
- Re-calculate rebates when rebates are modified or backdated.
- Retention of rebates throughout the transaction lifecycle (when transactions are transformed).

you to generate claims that book the financial impact, giving you control and a holistic view of the whole process.

### **How It Works**

The rebate agreements record the contractual conditions and calculations to be applied on Sales and Purchase transaction line items that match a valid agreement. The rebate agreement identifies the customer(s) or vendor(s) that qualify for the rebate, time period for the agreement and the agreement lines with the items, an optional UOM, and rebate calculation method. The calculation methods supported include fixed percentage, fixed cost, flat dollar amount and guaranteed profit percentage (sales transactions only).

Multiple rebates can be applied to a transaction line and the calculated rebate amount can be viewed from the transaction line. Rebates can also be calculated on components of kits and assemblies in sales transactions. The rebate claim process aggregates all of the calculated rebate transactions for an agreement and creates a claim to the vendor or gives credit, refund or payment to the customer. Rebate agreements can be created using CSV import. Rebates can be calculated when transactions are imported.